



AN INTRODUCTION TO GEORGIA TECH'S GOVERNMENT PROCUREMENT ASSISTANCE SERVICES



GTPAC Introduction

- GTPAC is a statewide cooperative procurement technical assistance program between Georgia Tech's Economic Development Institute and the Defense Logistics Agency of DoD.
- One of 82 PTAC programs administered by DLA nationally.
- Georgia Tech has secured this jointly funded program every year since 1985.
- A proven winner, GTPAC has helped hundreds of Georgia companies compete in government markets with contract awards exceeding \$1.70 billion.
- GTPAC offers client based service with committed personnel possessing more than 190 years of procurement related experience and 48 procurement technical disciplines.



GTPAC Mission

- GTPAC's mission is to provide marketing and procurement technical assistance to Georgia businesses, large and small, operating in the government procurement markets at the federal, state, and local levels as a prime contractor or subcontractor.
- Desired end result is the creation or retention of jobs resulting from Government Contract Awards.

SERVICES

- We assist companies by:
 - Counseling businesses on the procurement process and on marketing their products and services to government organizations.
 - Training business owners at procurement workshops/seminars.
 - Notifying businesses of bidding opportunities.
 - Providing opportunities for businesses to network with government agencies and prime contractors.

SERVICES (Continued)

- GTPAC provides counseling and assistance in such areas as:
 - *Solicitation analysis*
 - *Bid/proposal preparation*
 - *Federal specifications/standards*
 - *Cost accounting/Quality systems*
 - *Electronic Commerce/Electronic Data Interchange*
 - *Pre-award surveys*
 - *Post award contract administration*
 - *Central Contractor Registration*
 - *Procurement Opportunities*



SERVICES (Continued)

- GTPAC services are provided at no charge.
- Georgia Tech offers the extra benefit of a link to engineering technical services at 18 field offices as well on-campus resources.



Assistance to Buying Activities

- Help with problem contractors
- Co-sponsor seminars/conferences/vendor fairs
- Training sessions
- Help locate sources (vendors)
- Consultation on developing programs
- Conduit for contractor feedback



Assistance to Major Defense Primes

- Help with problem suppliers
- Co-sponsor seminars/conferences
- Share training sessions
- Help locate vendors
- Help with subcontract plans



GTPAC REQUIREMENTS

- For a business to become a client, GTPAC requires that a company:
 - Be an established company licensed in the state of Georgia.
 - Have an expressed desire to pursue marketing to federal, state, and local government buying activities.
 - After having been evaluated by a procurement counselor, have the potential to find marketing opportunities in federal, state, or local government environments.

continued

GTPAC REQUIREMENTS

(Continued)

- For a business to become a client, GTPAC also requires that a company:
 - Fill out client application forms.
 - MUST have a current e-mail address OR a functional fax machine.
 - Agree to provide a brief activity status report once each quarter.
 - Agree to complete and return the annual quality of services survey.

GTPAC Counselors

<u>Counselor</u>	<u>Location</u>	<u>Phone</u>
Joe Beaulieu	Atlanta	404-894-0266
Larry Fountain	Atlanta	404-894-8832
Chuck Schadl	Atlanta	404-894-0932
Larry Selman	Warner Robins	478-953-1460
Zack Osborne (Program Manager)	Warner Robins	478-953-1460
Helen Daughtry	Albany	229-430-4189
Lloyd Watts	Augusta	706-729-2076
Larry Blige	Savannah	912-963-2524
Roy Leggett	Columbus	706-649-1526

www.edi.gatech.edu/gtpac

You should contact the Counselor nearest you or call GTPAC headquarters in Warner Robins for further guidance.



IN A NUTSHELL...

- We are in business to help Georgia firms be more competitive in the federal, state, and local government markets.
- Counselors are conveniently located throughout the state.
- GTPAC is available to work with government agencies and Georgia firms in meeting marketing objectives.

GTPAC Impact

- 2003
 - Sponsored 55 seminars, participated in 33
 - 483 initial counseling sessions
 - 4,171 follow-up counseling sessions
 - \$214,316,461 in contract awards reported by client firms
- 1985-2002
 - \$1.486 billion in contract awards reported by client firms
- Translates into a “bunch” of jobs saved/created



OTHER GA TECH/EDI SERVICES

- Quality Assurance – ISO Series
- Trade Adjustment Assistance
- Economic Development Services
- Technology Transfer
- High Tech Business Incubator Assistance
- Energy & Environmental Services
- Business & Industry Services
- IT Solutions Services